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April 14, 2010

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Ms. Marlene H. Dortch, Secretary  
Federal Communications Commission  
445 12<sup>th</sup> Street, S.W.  
Room TW-A325  
Washington, D.C. 20554

Re: Notice of *Ex Parte* Presentation in EB Docket No. 06-119  
and WC Docket No. 06-63

Dear Ms. Dortch:

On April 13, 2010, Aaron Jagdfeld, President and CEO of Generac Power Systems ("Generac"); Steve Goran, Vice President, New Business Development of Generac, and the undersigned met with Jeffrey Goldthorp, Chief, Communications Systems Analysis Division ("CSAD"), Public Safety and Homeland Security Bureau; Jean Ann Collins, Deputy Chief, CSAD, Public Safety and Homeland Security Bureau, and Jane Kelly, CSAD, Public Safety and Homeland Security Bureau. Attached is the presentation made and submitted during the meeting.

Pursuant to Section 1.1206 of the Commission's rules, this letter is being filed via ECFS with your office.

Respectfully Submitted,

*/s/ Ari Q. Fitzgerald*  
Counsel to Generac

cc: Jeffrey Goldthorp  
Jean Ann Collins  
Jane Kelly

# Generac Overview

FCC 4/13/2010

- *Company Timeline*
- *Product Offering*
- *Telecom Networks*



**GENERAC®**

# Company Timeline

**GENERAC**



Founded in 1959


















***50+ Year Heritage of Power Generation Focus & Innovation***



# Broadest Product Line

**GENERAC**

End markets									
	Residential	Light Commercial/Retail	Telecom	Healthcare	Municipal	Industrial/Manufacturing			
Power	0.8kW  9,000kW								
Product type									
	Portable		Residential standby		Industrial and light commercial standby				
Fuel	Gasoline	Natural gas	Liquid Propane		Bi-Fuel™		Diesel		

# Telecom Networks

**GENERAC**

## Require high quality, reliable power at all times

- Batteries required for instantaneous and short-term outage protection – not well suited for extended outage protection
  - Found at all telecom “nodes”
  - Typically offer 2-4 hours of backup runtime
  - Established support infrasture





# Telecom Networks



## Require high quality, reliable power at all times

- Generators are the solution for extended outage conditions.
  - Typical throughout wireline networks
  - Found at less than 20% of wireless sites (varies by carrier network/strategy)
  - Offers 2-7 Days of backup runtime (only limited by fuel supply)
  - Established installation, fueling, maintenance and service infrastructure



Following Hurricane Katrina there were many backup generators in use, but it took many days to get them in place to restore critical communications.



# Telecom Networks

**GENERAC**

## **Require high quality, reliable power at all times**

- All communication networks (wireline and wireless) carry critical communication
  - Emergency Responders
  - National Security
  - Consumer Safety
- Generators offer:
  - Extended Outage Protection
  - Broad Power Range
  - Availability and Affordability
  - Application Flexibility



# Summary

**GENERAC**

- Generac is the market leader in generators – It's our only business
- Generac offers a complete line of telecommunication, residential and industrial standby, recreational vehicle and portable generators with the #1 brand and best value, with features customers want and need
- **better power. more choices.**